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Washington, D.C. 20549

# ANNUAL AUDITED REPORT FORM X-17A-5 PART III

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Information Required of B. skers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

			ND ENDING	
		MM/DD/YY		MM/DD/YY
	A. REGI	STRANT IDENTIFICAT	ION	
NAME OF BROKER-	DEALER: MEANS INV	ESTMENT CO., INC.		OFFICIAL USE ONLY
	IPAL PLACE OF BUSIN STILLWATER AVE.	IESS: (Do not use P.O. Box N	0.)	FIRM I.D. NO.
		(No. and Street)		
BANGO	R	MAINE	044	01
(Cit	у)	(State)	(2	ip Code)
NAME AND TELEPHO PAUL B MEAN	ONE NUMBER OF PER	SON TO CONTACT IN REGA	ARD TO THIS REP 207-	ORT 947-6763
		rc		(Area Code - Telephone Number)
	····	UNTANT IDENTIFICAT	ΓΙΟΝ	(Area Code Telephone Number)
RICHARD M	LIC ACCOUNTANT who	UNTANT IDENTIFICATions of the open contained in this lame - if individual, state last, first, n	FION  Report*	(Area Code - Telephone Number)
	LIC ACCOUNTANT who	UNTANT IDENTIFICATions of the contained in this	ΓΙΟΝ : Report*	(Area Code Telephone Number)
RICHARD M	LIC ACCOUNTANT who	UNTANT IDENTIFICATions of the open contained in this lame - if individual, state last, first, n	FION  Report*	(Area Code Telephone Number)
PO BOX 66  (Address)	LIC ACCOUNTANT who	UNTANT IDENTIFICATIONS ose opinion is contained in this lame – if individual, state last, first, maine	FION  Report*  middle name)  04412	(Zip Code)
PO BOX 66  (Address)  CHECK ONE:	LIC ACCOUNTANT who	UNTANT IDENTIFICATIONS ose opinion is contained in this lame – if individual, state last, first, maine	FION  Report*  middle name)  04412	(Zip Code)
PO BOX 66  (Address)  CHECK ONE:	LIC ACCOUNTANT who ROSA  (N BREWER,	UNTANT IDENTIFICATIONS ose opinion is contained in this lame – if individual, state last, first, maine	FION  Report*  middle name)  04412	(Zip Code)
PO BOX 66  (Address)  CHECK ONE:  Certified  Public A	IC ACCOUNTANT who ROSA  (N BREWER,	UNTANT IDENTIFICATIONS ose opinion is contained in this lame – if individual, state last, first, maine	Report*  middle name) 04412  (State)	

<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

# OATH OR AFFIRMATION

PAUL B	MEANS		. swear (or aff	irm) that, to the best of
my knowledge a	nd belief the accompanying finar MEANS INVESTMENT C			
of SEPTEME			, are true and correct I furthe	
	pany nor any partner, proprietor, as that of a customer, except as f		or director has any proprietary i	nterest in any account
	:			<u>.</u>
	Stary Public	_	Signature PRESIDENT RESIDENT Title	To the state of th
This report ** co  (a) Facing B  (b) Stateme  (c) Stateme	ontains (check all applicable box Page. nt of Financial Condition. nt of Income (Loss).			The state of the s
(e) Stateme (f) Stateme (g) Comput (h) Comput (i) Informa (j) A Recor	nt of Changes in Financial Condi- nt of Changes in Stockholders' E nt of Changes in Liabilities Sub- ation of Net Capital. ation for Determination of Reser- tion Relating to the Possession of aciliation, including appropriate e ation for Determination of the Re- aciliation between the audited an-	Equity or Partners or dinated to Clain ve Requirements or Control Require xplanation of the eserve Requirements	Pursuant to Rule 15c3-3. Ements Under Rule 15c3-3. Computation of Net Capital Underts Under Exhibit A of Rule 15c	c3-3.
consolid (l) An Oath (m) A copy		t.		·

\*\*For conditions of confidential treatment of certain portions of this filing. see section 240.17a-5(e)(3).

# FINANCIAL STATEMENTS

## AND SUPPLEMENTARY INFORMATION

# **SEPTEMBER 30, 2007 AND 2006**

# WITH INDEPENDENT AUDITOR'S REPORT

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#### RICHARD M. ROSA

Certified Public Accountant

#### INDEPENDENT AUDITOR'S REPORT

To the Stockholders Means Investment Company, Inc.

I have audited the accompanying statements of financial condition of Means Investment Company, Inc. as of September 30, 2007 and September 30, 2006 and the related statements of income, changes in stockholders' equity and cash flows for the years then ended, that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In accordance with your instructions, the scope of my audit did not include any audit procedures related to the investment in Micbrooks Partnership. Accordingly, I do not express an opinion as to the investment in Micbrooks Partnership at September 30, 2007 and September 30, 2006 or as to the equity in income of Micbrooks Partnership for the years ended September 30, 2007 and September 30, 2006. This investment is presented using the equity method. U.S. generally accepted accounting principles require that this investment be presented on a consolidated basis as disclosed in Note 1 to the financial statements. The effect of this departure from U.S. generally accepted principles, if any has not been determined.

In my opinion, except for the effects of such adjustments, if any, as might have been determined to be necessary had I performed audit procedures related to the investment in Micbrooks Partnership, and had that investment been presented on a consolidated basis, as referred to in the preceding paragraph, the financial statements referred to above present fairly, in all material respects, the financial position of Means Investment Company, Inc. as of September 30, 2007 and September 30, 2006 the results of its operations and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

My audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules 1 and 2 is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in my opinion, except for the effects of such adjustments, if any, as might have been determined necessary had I performed audit procedures related to the investment of Micbrooks Partnership, and had that investment been presented on a consolidated basis, as referred to in the third paragraph, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Brewer, Maine

November 17, 2007

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# **Statements of Financial Condition**

# **September 30, 2007 and 2006**

# **ASSETS**

	<u>2007</u>	<u>2006</u>
Assets		
Cash	\$ 34,655	\$ 48,155
Money market funds	<u>691,289</u>	689,035
Total cash and cash equivalents	725,944	737,190
Receivable from broker-dealers and clearing organizations	40,482	54,831
Receivable from stockholder	225,687	225,687
Marketable securities owned, at market value	2,342,165	2,041,825
Receivables, employee and affiliate	85,839	12,168
Investment in unconsolidated subsidiary, at equity	55,558	47,715
Other investments, at equity which approximates market	,	,
value	20,868	22,960
Property and equipment, at cost, net	176,943	191,874
Other assets	121,198	94,437
	\$ 3,794,684	\$ 3,428,687

## **Statements of Financial Condition**

# September 30, 2007 and 2006

# LIABILITIES AND STOCKHOLDERS' EQUITY

	<u>2007</u>	<u>2006</u>
Liabilities		
Accounts payable and accrued expenses	\$ 86,370	\$ 92,281
Income taxes payable	-	222
Deferred income taxes	162,000	180,546
Total liabilities	248,370_	273,049
Commitment and contingency (Note 5)		
Stockholders' equity		
Common stock of no par value; authorized 2,000 shares,		
issued and outstanding 90.59 shares	300,000	300,000
Retained earnings	3,246,314	2,855,638
Total stockholders' equity	3,546,314	3,155,638
	\$ 3,794,684	\$ 3,428,687

The accompanying notes are an integral part of these financial statements.

## **Statements of Income**

# Years Ended September 30, 2007 and 2006

	2007	<u>2006</u>
Revenues		
Commissions and fees	\$ 1,019,616	\$ 888,185
Income from principal transactions, including unrealized		·
gains of \$299,845 for 2007 and \$313,871 for 2006	287,828	341,990
Interest and dividends	117,515	97,775
Other income	37,318	6,031
Equity in income of unconsolidated subsidiary and	,	,
investment	5,750	5,673
Total revenue	1,468,027	1,317,654
Expenses		
Employee compensation and benefits	733,313	614,830
Communications and computer services	41,420	39,794
Occupancy and equipment	45,928	43,567
Other expenses	173,863	144,479
Total expenses	994,524	842,670
1 otal expenses		012,070
Income before income taxes	473,503	474,984
Provision (benefit) for income taxes	(18,546)	9
Net income	\$ 492,049	\$ 474,975

# Statements of Changes in Stockholders' Equity

# Years Ended September 30, 2007 and 2006

	Common Stock		Retained	Total
	Shares	Amount	Earnings	Stockholders' Equity
Balances at			_	
September 30, 2005	90.59	\$300,000	\$2,442,195	\$2,742,195
Net income	-	-	474,975	474,975
Dividends			(61,532)	(61,532)
Balances at				
September 30, 2006	90.59	300,000	2,855,638	3,155,638
Net income	~	-	492,049	492,049
Dividends	<u></u> -	<del></del>	(101,373)	(101,373)
Balances at	00.50	<b>6200.000</b>	\$2.24 <i>(</i> .214	92 54C 214
September 30, 2007	90.59	\$300,000	\$3,246,314	\$3,546,314

The accompanying notes are an integral part of these financial statements.

# **Statements of Cash Flows**

# Years Ended September 30, 2007 and 2006

	<u>2007</u>	<u>2006</u>
Cash flows from operating activities		
Net income	\$ 492,049	\$ 474,975
Adjustments to reconcile net income to net cash provided by		
operating activities		
Depreciation	23,379	21,557
(Gain) loss on sale of securities	12,017	(28,190)
Deferred income taxes	(18,546)	(213)
Net unrealized (gains) on marketable securities owned	(299,845)	(313,871)
Equity in (income) loss of unconsolidated subsidiary and		
investment	(7,843)	(5,673)
Decrease (increase) in		
Receivable from broker-dealers and clearing organizations	14,349	19,751
Receivables, employee and affiliate	(73,671)	2,976
Other investments, at cost	2,092	-
Other assets	(26,761)	(67,008)
Increase (decrease) in		
Accounts payable and accrued expenses	(5,911)	16,176
Income taxes and other payable	(222)	222
Net cash (used) provided by operating activities	111,087	120,702
Cash flows from investing activities		
Additions to property and equipment	(8,448)	(26,993)
Proceeds from sale of marketable securities	2,303	29,265
Dividends declared	(101,373)	(61,532)
Additions to securities owned for investment purposes	(14,815)	(167,343)
	·	
Net cash provided (used) by investing activities	(122,333)	(226,603)
Net decrease in cash and cash equivalents	(11,246)	(105,901)
Cash and cash equivalents, beginning of year	737,190	843,091
Cash and cash equivalents, end of year	\$ 725,944	\$ 737,190

The accompanying notes are an integral part of these financial statements.

#### Notes to Financial Statements

## September 30, 2007 and 2006

#### **Nature of Business**

Means Investment Company, Inc. is a full service brokerage firm located in Bangor, Maine. Its customers consist of individuals located primarily in New England. The Company is a registered broker/dealer under the Securities Exchange Act of 1934 and is a member of NASD (National Association of Securities Dealers, Inc.) and SIPC (Securities Investors Protection Corporation). Credit is extended without collateral. The Company is exempt from the provisions of SEC Rule 15c3-3, Customer Protection- Reserves and Custody of Securities, since it does not hold customer funds or securities.

#### Summary of Significant Accounting Policies

#### Financial Statement Presentation

The Company holds a 66 2/3% interest in Micbrooks Partnership. Management has elected to account for the investment under the equity method even though the ownership would require consolidation in accordance with Statement of Financial Accounting Standards No. 94, "Consolidation of All Majority-Owned Subsidiaries." The effect on the financial statements of this departure from generally accepted accounting principles has not been determined. The Company also holds a 2 1/8% limited partner interest in RSC Realty Holdings LLC, which is accounted for under the equity method.

## **Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Securities Transactions

Commission revenue is recorded net of clearing costs. Securities and commodity transactions are recorded on a settlement date basis. There were no material trades, which had not settled as of September 30, 2007 or 2006.

#### <u>Cash</u>

The Company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant risk on cash or cash equivalents.

#### **Notes to Financial Statements**

September 30, 2007 and 2006

## **Summary of Significant Accounting Policies (Concluded)**

#### Cash Equivalents

All liquid investments with original maturities of less than ninety days that are not held for sale in the ordinary course of business are considered to be cash equivalents for purposes of the statement of financial condition and statement of cash flows.

#### Marketable Securities Owned

Marketable securities owned are stated at their market value at the balance sheet date. Unrealized gains or losses are reflected in the statements of income. Realized gains and losses are computed based upon the specific security sold.

## **Property and Equipment**

Property and equipment are depreciated by straight-line and accelerated methods over the estimated useful lives of the respective assets.

#### **Income Taxes**

The Company has elected S Corporation status effective October 1, 2001. Earnings and losses after that date will be included in the personal income tax returns of the stockholders. Accordingly, the Company will not incur additional income tax obligations, and future financial statements will not include a current provision for income taxes unless "built in gains" tax is realized. Deferred income taxes related to S Corporation "built in gains" would be applicable until September 30, 2011. Built in gain tax is a corporate level tax on the difference between the cost basis and market value of investment securities at October 1, 2001. It will be realized only if those securities held for investment on October 1, 2001 are sold prior to September 30, 2011.

#### 2. Marketable Securities Owned

Marketable securities owned consist of trading and investment securities at market values, as follows:

	<u>2007</u>	<u>2006</u>
Corporate stocks Corporate bonds	\$ 2,342,052 113	\$ 2,041,534 291
	\$ 2,342,165	\$ 2,041,825

## **Notes to Financial Statements**

## September 30, 2007 and 2006

## 3. Property and Equipment

Property and equipment, at cost, consists of the following:

	<u>2007</u>	<u>2006</u>
Building, improvements and sign Furniture and fixtures	\$ 383,217 32,072	\$ 380,677 31,555
Computer and equipment Vehicles	72,508 28,500	67,118 28,500
	516,297	507,850
Less accumulated depreciation	339,354	315,976
	\$ 176,943	\$ 191,874

Depreciation expense was \$ 23,379 in 2007 and \$21,557 in 2006

## 4. Income Taxes

Income tax expense (benefit) consists of:

2006		Current	<u>Deferred</u>	<u>Total</u>
2006	Federal State	\$ - -	\$ (18,546)	\$ (18,546)
		<u>\$ -</u>	\$ (18,546)	\$ (18,546)
<u>2006</u>	Federal State	\$ 222 	\$ (213)	\$ 9 
		\$ 222	\$ (213)	\$ 9

As discussed in <u>Note 1</u>, the Company changed its tax status from taxable to nontaxable in 2001. All of the tax provision in 2007 and 2006 relate to the calculation of "built in gains" tax.

#### **Notes to Financial Statements**

#### September 30, 2007 and 2006

## 5. Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rules (SEC Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 (and the rule of the "applicable" exchange also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1). At September 30, 2007 the Company had net capital of \$2,506,560 which was \$2,256,560 in excess of its SEC required net capital of \$250,000. The Company's net capital ratio was 0.04 to 1. The Company also has a contractual obligation with NFS clearing to maintain net capital of \$200,000.

## 6. Related Party Transactions

The Company owns a  $66^2/_3\%$  interest in Micbrooks Partnership, which owns one-half of the building occupied by the Company. Rent totaling \$15,000 in 2007 and 2006 was paid to the partnership under a month-to-month lease agreement. The Company is also obligated to pay any operating expenses of the partnership in excess of rental proceeds. No excess payment was required during 2007 or 2006.

The Company has advanced \$225,687 to an officer. The balance is non-interest bearing, unsecured, and due on demand.

#### 7. Pension Plan

The Company maintains a 401(k)-pension plan covering substantially all employees. The company can match employee contributions based on a percentage of the participant's wages. For the years ending September 30, 2007 and 2006 the Company made matching contributions of \$ 23,274 and \$ 14,891 respectively.

#### 8. Other Assets

Other assets include a \$60,000 note receivable due on demand with interest at  $8^{1}/_{2}$ % from an unrelated party. The note is secured by marketable securities. Also included is a \$25,000 stock subscription for a publicly traded corporation. The subscription is refundable if the stock is not issued to the Company.

# Computation of Net Capital Pursuant to Rule 15c3-1 of the Securities and Exchange Commission

# September 30, 2007

Net capital	
Stockholders' equity	\$ 3,546,314
Deduct: Nonallowable assets	
Receivable from stockholder	225,687
Investment in unconsolidated subsidiary	55,558
Other investments	20,868
Property and equipment, net	176,943
Receivable from employee and other non trade	179,457
Haircuts on securities positions	381,241
Tan valo on occarrio positions	
Net capital	\$ 2,506,560
Aggregate indebtedness Items included in statement of financial condition	
Accounts payable and accrued expenses	86,370
Total aggregate indebtedness	\$ 86,370
Computation of basic net capital requirement	
Minimum SEC net capital required	250,000
Excess net capital	2,256,560
Total net capital	\$ 2,506,560
Ratio: Aggregate indebtedness to net capital	.04

## Reconciliation of Audited vs. Unaudited Computation of Net Capital Pursuant to Rule 15c3-1 Of the Securities and Exchange Commission

#### September 30, 2007

Net capital, as reported in Company's Part II (unaudited) focus report	\$ 2,545,794
Audit adjustments, net increase in non-allowable assets	(4,028)
Audit adjustments, net decrease in stockholders' equity	(35,206)
Net capital	\$ 2,506,560 _

## Reconciliation to the Company's Part II (unaudited) Focus Report

The decrease of \$35,206 in shareholders' equity is principally comprised of a \$15,000 increase in charitable contributions, a \$40,000 increase in compensation and a \$18,546 decrease in deferred income taxes. The increase in non-allowable assets is the result of recording the equities of an unconsolidated subsidiary and a real estate investment.

#### RICHARD M. ROSA

Certified Public Accountant

# INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL

To The Stockholders Means Investment Company, Inc.

In planning and performing my audit of the financial statements of Means Investment Company, Inc. for the year ended September 30, 2007, I considered its internal control, including control activities for safeguarding securities, in order to determine my auditing procedures for the purpose of expressing my opinion on the financial statements and not to provide assurance on the internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), I have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that I considered relevant to the objectives stated in Rule 17a-5(g); (1) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(11) (2) in ascertaining that the company is exempt from Rule 15c3-3 no facts came to my attention to indicate that the exemption had not been complied with since my last examination.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are require to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph, and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

My consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control component does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, I noted no matters involving internal control, including procedures for safeguarding securities that I considered to be material weakness as defined above.

I understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on my study, I believe that the Company's practices and procedures were adequate as of September 30, 2007 to meet the SEC's objectives.

This report is intended solely for the use of management, the SEC, and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers and should not be used for any other purpose.

Brewer, Maine

November 17, 2007

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